

Message Text

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PAGE 01 OSLO 01939 230734Z

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 /021 W

-----231447Z 092276 /43

R 221456Z APR 77

FM AMEMBASSY OSLO

TO SECSTATE WASHDC 3617

UNCLAS OSLO 1939

E.O. 11652: N/A

TAGS: BEXP, NO

SUBJ: COMMERCIAL PROGRAM

REF: STATE 045849

1. CURTAILMENT OF FOREIGN BUYER PROGRAM AT USDOC (BUT NOT AT POSTS) AS OUTLINED IN REFTEL WOULD HAVE TWO-FOLD IMPACT ON EMBASSY'S COMMERCIAL PROGRAM (A) IT WOULD REDUCE THE ASSISTANCE WE CAN OFFER TRAVELERS WHOM WE NOW ADVISE TO VISIT USDOC WASHINGTON AT BEGINNING OF A TRIP., FOR CONSULTATION AND HELP IN PLANNING THEIR ITINERARY AND FINDING SUPPLIERS OR OTHER BUSINESS PARTNERS IN U.S., (B) IT WOULD AFFECT OUR ABILITY TO PROMOTE ATTENDANCE T U.S. TRADE SHOWS. DEGREE OF IMPACT IS DIFFICULT TO ASSESS IN BOTH CASES, BUT WOULD NOT REQUIRE ALTERNATION OF OUR COUNTRY COMMERCIAL PROGRAM.

2. REGARDING (A) ABOVE, OCCASIONAL NORWEGIAN BUSINESS TRAVELERS HAVE CONTACTED USDOC FOR ASSISTANCE IN THE PAST, AND BENEFITTED THEREBY IN MOST CASES, HOWEVER, TRAVELERS ALREADY HAVE FAIRLY CLEAR IDEAS OF WHAT CONTACTS TO MAKE, AND ARE SATISFIED WITH EMBASSY ADVICE ON OTHER POSSIBILITIES. ALSO, TRAVELERS LEAD TIME IS USUALLY INSUFFICIENT FOR ANNOUNCEMENT OF VISITS IN USDOC PUBLICATIONS. SO CURTAILMENT OF USDOC PROGRAM COULD

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MEAN SLIGHT DECREASE IN OUR ASSISTANCE TO TRAVELERS, AND POSSIBILITY OF LOST OPPORTUNITIES WHICH MIGHT HAVE ARISEN THROUGH USDOC VISIT. (BUT WE WOULD EXPECT TO CONTINUE TO RECOMMEND USDOC VISITS IN EXCEPTIONAL CASES).

3. UNDER (B) ABOVE, EMBASSY WOULD CONTINUE ITS FOREIGN

BUYER PROGRAM AS PLANNED AND WOULD HOPE THAT
USDOC WILL PERMIT FIELD OFFICES TO ASSIST IN ARRANGING
PROGRAMS FOR EMBASSY-LED GROUPS. (EMBASSY HAS HAD
EXCELLENT SUPPORT FROM FIELD OFFICES FOR SOME FBG'S
IN PAST, AND FROM USDOC WASHINGTON FOR OTHERS).
EMBASSY ALSO ATTEMPTS TO ENCOURAGE GROUPS WITHOUT
EMBASSY EXCORT. IN THOSE CASES, USDOC APRTICIPATION
IN TARGET TRADE SHOWS IN AN ATTRACTION. CONSEQUENTLY
WE SUPPORT IDEA OF USDOC CHARGING TRADE SHOW SPONSORS
OR EXHIBIORS WHO BENEFIT FROM FBG ATTENDANCE, IF
CHARGES NECESSARY TO PERMIT USDOC APARTICIPATION.
ANDERS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Review Withdrawn Fields: n/a
SAS ID: 2721925
Secure: OPEN
Status: NATIVE
Subject: COMMERCIAL PROGRAM
TAGS: BEXP, NO
To: STATE
Type: TE
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